

Message Text

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PAGE 01 TAIPEI 05398 150906Z
ACTION EB-08

INFO OCT-01 EA-10 ISO-00 TRSE-00 STR-07 CAB-02 CIAE-00
COME-00 DODE-00 DOTE-00 INR-10 NSAE-00 FAA-00
L-03 PM-05 NSC-05 SP-02 SS-15 OMB-01 EUR-12
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FM AMEMBASSY TAIPEI
TO SECSTATE WASHDC PRIORITY 8602

C O N F I D E N T I A L TAIPEI 05398

E.O. 11652: GDS
TAGS: EAIR, ETRD, TW
SUBJECT; MCDONNELL-DOUGLAS/AIRBUS COMPETITION FOR
SALES TO TAIWAN

REF: (A) TAIPEI 05368, (B) PARIS 25298, (C) HONG KONG
10932, (D) TAIPEI 05302, (E) TAIPEI 05145

1. DURING AUGUST 15 CALL ON FOREIGN MINISTER SHEN TO
INTRODUCE NEW DCM I WENT OVER THE SAME GROUND ON THE DC-10/
AIRBUS COMPETITION THAT I HAD WITH PREMIER SUN ON AUGUST 3
(REFTEL E). IN ADDITION, I REFERRED TO THE STORY THAT
THE AIRBUS OFFER HAD BEEN LINKED TO LANDING RIGHTS IN
FRANCE WHICH, IF TRUE, WOULD CONTRAVENE AN OECD AGREEMENT
THAT AIRCRAFT SALES OFFERS WERE TO BE CONSIDERED ON THEIR
OWN MERITS.
2. HAVING LISTENED CAREFULLY, SHEN SAID THAT HE WAS "NOT
TOO FAMILIAR WITH THE CASE." BUT HE DID QUERY ME AS TO
WHETHER THERE WAS ANY PROSPECT OF A SPLIT DEAL RE CHINA
AIRLINES' PURCHASE OF SOME DC-10'S AND SOME AIRBUSES.
3. IN CLOSING I REITERATED OUR POSITION THAT THE AIRCRAFT
PURCHASE SHOULD BE CONSIDERED STRICTLY ON ITS TECHNICAL/
PROFITABILITY/USAGE MERITS, REFERRED TO THE FACT THAT I
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HAD RAISED THE MATTER WITH PREMIER SUN AND SAID I WOULD
HAVE MY DCM GET IN TOUCH WITH VICE MINISTER FRED CH'EN
WHO HAD BEEN PRESENT DURING MY MEETING WITH PREMIER SUN.

4. DCM SUBSEQUENTLY PHONED FRED CH'EN'S OFFICE AND WAS
TOLD CH'EN WAS OUT AND WOULD NOT RETURN UNTIL AFTER C.O.B.
AUGUST 15.

5. WE WILL KEEP PURSUING THE MATTER WITH GROC CONTACTS
EVEN THOUGH IT IS OBVIOUS THEY ARE STALLING FOR TIME IN
HOPES THEY CAN WORK OUT DEAL TO ROC'S ADVANTAGE WITH
AIRBUS INDUSTRIE AND FRENCH GOVERNMENT INVOLVING LANDING
RIGHTS AND,PERHAPS, ESTABLISHMENT OF FRENCH "PRIVATE
OFFICE" HERE (SEE REFTEL C). THEY ALSO MAY BE PLAYING
ON OUR NERVOUSNESS TO GET BEST POSSIBLE TERMS FROM
MCDONNELL DOUGLAS AND EXIM BANK IN EVENT DEAL WITH FRENCH
DOES NOT MATERIALIZE. UNGER

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